

# Local Market Update for Q2-2018

This is a research tool provided by the Charlottesville Area Association of REALTORS®.



## Greater Charlottesville Area

Includes the city of Charlottesville and the counties of Albemarle, Fluvanna, Greene, Louisa and Nelson

Single-Family Detached	Quarter 2			Year to Date		
	2018	2017	% Change	Thru Q2-2018	Thru Q2-2017	% Change
<b>Key Metrics</b>						
New Listings	1,303	1,263	+ 3.2%	2,433	2,500	- 2.7%
Pending Sales	934	859	+ 8.7%	1,733	1,662	+ 4.3%
Closed Sales	955	929	+ 2.8%	1,462	1,392	+ 5.0%
Days on Market Until Sale	49	58	- 15.5%	58	66	- 12.1%
Median Sales Price*	\$348,200	\$341,000	+ 2.1%	\$345,250	\$325,000	+ 6.2%
Average Sales Price*	\$416,733	\$418,279	- 0.4%	\$413,650	\$410,416	+ 0.8%
Percent of List Price Received*	98.6%	98.1%	+ 0.5%	98.2%	97.9%	+ 0.3%
Inventory of Homes for Sale	1,073	1,183	- 9.3%	—	—	—
Months Supply of Inventory	4.4	5.1	- 13.7%	—	—	—

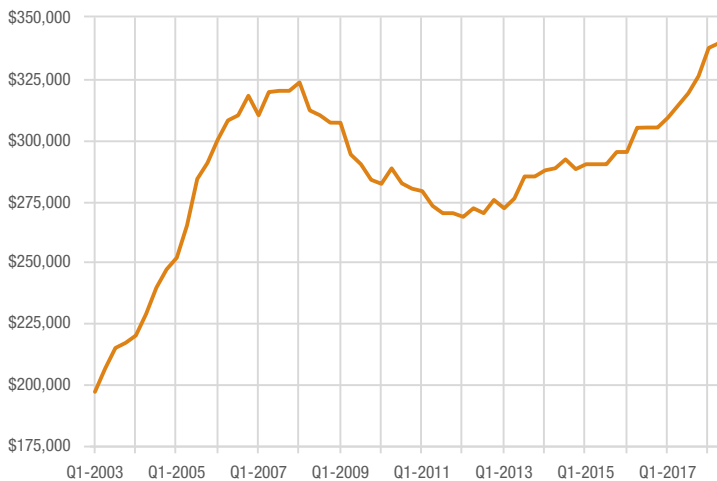
Single-Family Attached	Quarter 2			Year to Date		
	2018	2017	% Change	Thru Q2-2018	Thru Q2-2017	% Change
<b>Key Metrics</b>						
New Listings	388	310	+ 25.2%	809	644	+ 25.6%
Pending Sales	304	239	+ 27.2%	625	478	+ 30.8%
Closed Sales	335	271	+ 23.6%	522	416	+ 25.5%
Days on Market Until Sale	33	47	- 29.8%	41	58	- 29.3%
Median Sales Price*	\$256,741	\$241,000	+ 6.5%	\$251,000	\$240,000	+ 4.6%
Average Sales Price*	\$283,174	\$258,899	+ 9.4%	\$276,064	\$254,794	+ 8.3%
Percent of List Price Received*	99.1%	98.3%	+ 0.8%	98.8%	98.3%	+ 0.5%
Inventory of Homes for Sale	258	274	- 5.8%	—	—	—
Months Supply of Inventory	2.9	3.9	- 25.6%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Median Sales Price - Single-Family Detached

Rolling 4-Quarter Calculation

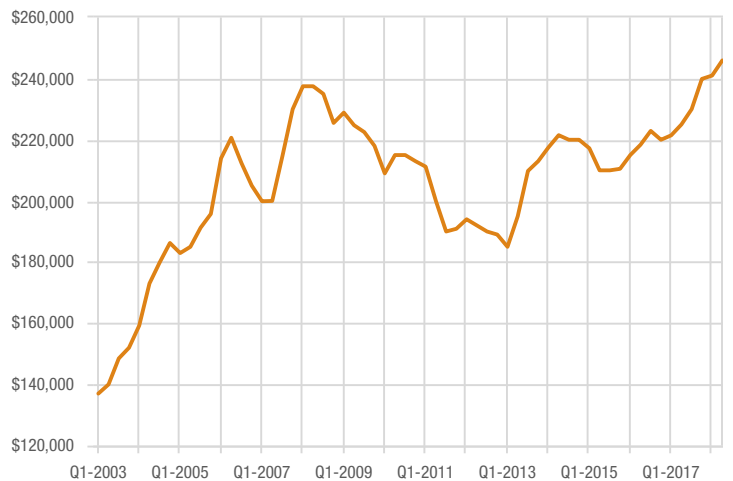
Greater Charlottesville Area



### Median Sales Price - Single-Family Attached

Rolling 4-Quarter Calculation

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A rolling 4-quarter calculation represents the current quarter and the 3 quarters prior in a single data point. If no activity occurred during a quarter, the line extends to the next available data point.